

**Pharmaceuticals and Related Pharmacy Services for
The John H. Sununu Youth Services Center
RFP-2018-DCYF-07-PHARM
Questions and Answers**

#	Section	Question	Response
1.	Appendix C – Cost Bid Proposal	The RFP's Cost Bid Proposal only requests a total dollar amount for 2018 and 2019. Appendix C does not require vendors to provide either WAC or AWC/AWP pricing. Is the state seeking each vendor's discounts in lieu of a dollar total?	The RFP is requesting a total yearly dollar amount.
2.	Cost Bid Appendix C – Cost Bid Proposal	Can the Department provide three months of medication utilization information in Excel format, including medication name, dosage, strength, and quantity?	At this time we cannot provide this information.
	Appendix C – Cost Bid Proposal	<p>Appendix C requests the bidder's proposed rate per year for State Fiscal Year 2018 and State Fiscal Year 2019. Pharmaceutical costs are directly dependent on your clinicians' prescribing habits and the medical conditions treated at the time of diagnosis. Therefore, a pharmacy provider cannot accurately project or propose a rate per year without knowing the exact medications and quantities that will be prescribed during fiscal years 2018 and 2019.</p> <p>❖ As the RFP does not specify a pricing format that is preferred, would you consider establishing a preferred pricing format (i.e. AWP minus a discount, WAC minus a discount, Acquisition cost plus a dispensing fee, etc.) per each prescription and stock piece dispensed by the pharmacy provider?</p>	Our prescribers cannot provide a prescribing formulary at this time as our patient population; their medical conditions are not static. We can provide a list of commonly prescribed medications that bidders can use to compile an anticipated prescribing profile, but other non-listed medications should be expected to be utilized under this contract.
3.	Appendix C – Cost Bid Proposal	What is the payor-mix breakdown, i.e., the percentage and/or number of patients who have coverage through NH Medicaid, Medicare Part D, private insurance and/or private pay?	<p>The Sununu Youth Services Center is a secure detention facility for youth detained or committed by the court.</p> <p>As a secure detention facility, youth are not eligible for any federal programs while</p>

			residing at SYSC, this includes Medicaid.
4.	General	Does the facility require any IV services?	No
5.	General	How are orders currently being transmitted to the pharmacy provider?	Currently, the orders are issued by phone or fax.
6.	General	Can you please confirm the yearly expenditure from 2016?	The yearly expenditure for 2016 has been confirmed.
7.	General	What percentage of prescriptions is going through a third party?	0%
	General	Can you please confirm the contracted rates related to the pricing model?	This is not a requirement of this RFP
	General	Will a list of medications be issued as an addendum for bidders to price?	The Department does not intend to provide a list of medications.
	General	To ensure compliance with State of New Hampshire Pharmacy Administrative Rules Ph 704.07, will you require bidders to dispense medications in true unit-dose blister cards with each individual bubble of the blister card labeled with the medication's name and strength, lot number, expiration date, and manufacturer's name to allow those medications to be safely, and in many states legally, returned for credit?	Medications should be dispensed in blister packs; the blister pack should contain the following information on the top of the card: the patient's name, the medication's name and strength, administration instructions, lot number, expiration date, and manufacturer's name. Additionally, the card should contain any additional information required to allow those medications to be returned for credit. Individual doses do not need to be labeled.
	General	Although bidder's compliance with federal and state regulations regarding stock distribution is anticipated and should be expected, compliance cannot be fully assured unless written documentation is provided to your office at the time of proposal submittal. Often overlooked is that a pharmacy provider cannot dispense more than 5% of their overall company-wide sales as stock without also being registered as a wholesaler to distribute wholesale quantities of stock medications. (Federal Register, Vol. 64, No. 232, 21 CFR Parts 203/205, III, H, 4.) A fair assumption is that the percentage of stock dispensed by correctional	<p>a. Bidders are expected to comply with all applicable federal regulations including Federal Register, Vol. 64, No. 232, 21 CFR Parts 203/205, III, H, 4. And should provide declaration in their Bid proposal of said compliance.</p> <p>b. Bidders should also provide written documentation or a copy of their pharmacy license in the state of New Hampshire at the time of</p>

		<p>pharmacies would be similar. Therefore, most pharmacies working in our industry in fact provide at least 5% of their overall correctional sales as stock. Thus, they would need to comply with the federal 5% rule regarding stock distribution.</p> <ul style="list-style-type: none"> a. Will you require bidders to comply with this regulation and declare/disclose in their written proposal the percentage of medications dispensed by their pharmacy as stock? b. Will you require bidders to provide, at the time of proposal submittal, written documentation or a copy of their wholesaler's license in the state of New Hampshire to show whether they are licensed as a wholesaler or they use the services of a New Hampshire-licensed wholesaler? c. Will a bidder's failure to provide proof of compliance with federal regulations, specifically this requirement, deem that pharmacy bidder as non-responsive and therefore ineligible for an award? 	<p>bid submission.</p> <ul style="list-style-type: none"> c. If they dispense more than 5% of their overall company-wide sales as stock they must also provide documentation that they are licensed as a wholesaler in the state of New Hampshire. Failure to provide proof of compliance with federal regulations, specifically this requirement, will deem that pharmacy bidder as non-responsive and therefore ineligible for an award.
	General	<p>Although compliance with federal and state regulations is anticipated and should be expected, compliance cannot be fully assured unless written documentation is provided to your office at the time of proposal submittal. To receive first-dose and emergency stock in blister cards, a pharmacy or a wholesaler cannot simply put those medications in a card and label them as stock and still be in full regulatory compliance. A company must be an FDA-registered repackager or use the services of an FDA-registered repackager to legally repack stock medications into blister cards or any other packaging that results in a change to the original manufacturer's packaging.</p>	<ul style="list-style-type: none"> a. Vendors are expected to comply with all relative Federal and State requirements. Failure to provide proof of compliance with federal regulations, specifically this requirement, will deem that pharmacy bidder as non-responsive and therefore ineligible for an award. b. The vendor is expected to provide this information upon request of the Department. c. No.

		<ul style="list-style-type: none"> a. Will you mandate that bidders comply with these regulations and use a FDA-registered repackager if stock is provided in packaging (such as blister cards) other than the original manufacturer's packaging? b. Will you require bidders to provide evidence (such as the repackager's FDA Drug Establishment Registration Facility Establishment Identifier or a letter from the registered repackager) to prove that they contract with a FDA-registered repackager? c. Will a bidder's failure to provide written documentation at the time of proposal submittal showing that they comply with FDA repackaging regulations regarding the provision of stock deem that bidder non-compliant and therefore ineligible to receive an award? 	
	Section 7.2.3.2, Page 21 and 24	This section requests bidders to provide a significant amount of sensitive and confidential financial information. Will the Department exclude this information from release as public information as protected it as confidential.	The information requested in response to the RFP will remain confidential. In the event of a 91A request, For Profit vendors will be given the opportunity to review all documents sent as part of the request.